

Message Text

CONFIDENTIAL

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ACTION STR-07

INFO OCT-01 ARA-10 IO-13 ISO-00 AGRE-00 CEA-01 CIAE-00
COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10 INT-05
L-03 LAB-04 NSAE-00 PA-01 CTME-00 AID-05 SS-15
ITC-01 TRSE-00 SP-02 SOE-02 OMB-01 DOE-15 NSCE-00
SSO-00 USIE-00 INRE-00 STRE-00 /108 W
-----060844 311614Z /14

O R 311510Z MAR 78
FM AMMBASSY BRASILIA
TO SECSTATE WASHDC IMMEDIATE 6878
INFO USMISSION GENEVA
AMCONSUL RIO DE JANEIRO
AMCONSUL SAO PAULO

C O N F I D E N T I A L BRASILIA 2552

DEPT PASS STR

GENEVA FOR USMTN

E.O. 11652: GDS
TAGS: ETRD, MTN, BR
SUBJECT: VISIT OF AMBASSADOR WOLFF AND MEETING OF US-BRAZIL SUB-
GROUP ON TRADE

REF: (A) GENEVA 4690, (B) BRASILIA 2534, (C) BRASILIA 2364,
(D) GENEVA 4257

1. IN DISCUSSION TODAY, MARCH 30, MINISTER BOTAFOGO
GONCALVES TOLD ECON/COMM COUNSELOR THAT GOB WOULD HAVE
PREFERENCE FOR VISIT BY AMBASSADOR WOLFF AND MEETING OF
SUB-GROUP ON TRADE WEEK OF MAY 8. THIS WOULD ALLOW
TECHNICAL-LEVEL TALKS TO BE HELD IN BRASILIA BEGINNING
MAY 3. (MAY 1 IS BRAZILIAN HOLIDAY WHEN MANY BRAZILIAN
OFFICIALS LEAVE THE CITY.)

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2. BOTAFOGO SAID THAT FORMULATION OF BRAZILIAN POSITION
FOR MTN WAS A VERY COMPLEX PROCESS, IN WHICH EVERY MAJOR
MOVE HAD TO BE TAKEN TO VERY HIGH LEVELS IN THE
GOVERNMENT, ESPECIALLY THE POWERFUL MINISTER OF
FINANCE. HE CLAIMED THAT WITHOUT PREPARATORY TALKS,
IT WAS QUESTIONABLE WHETHER THE BRAZILIAN SIDE COULD
FORMULATE A CONCRETE AND SPECIFIC RESPONSE DURING

AMBASSADOR WOLFF'S VISIT, EVEN THOUGH THE VISIT WOULD COME AFTER THE GOB'S IN-HOUSE REVIEW. SIMILARLY, BEFORE THE GOB'S OWN INTERNAL REVIEW (WHICH WOULD TAKE INTO ACCOUNT THE RESULTS OF THE GENEVA TALKS) HE SAW LITTLE POSSIBILITY THAT TECHNICAL-LEVEL TALKS WOULD PROVE PRODUCTIVE.

3. COMMENT: JOINT PRESS COMMUNIQUE ISSUED UPON CONCLUSION OF PRESIDENT'S OFFICIAL VISIT (REF B) SIMPLY STATES THAT FIFTH SESSION OF BRAZIL-US SUB-GROUP ON TRADE WILL BE HELD IN BRASILIA IN MAY. WE AGREE WITH BOTAFOGO'S OBSERVATIONS ABOUT COMPLEXITY OF DECISION-MAKING PROCESS IN GOB WHEN ANY MAJOR MOVE IS INVOLVED. THUS, IN PRINCIPLE, WE SUPPORT HIS OBSERVATION ON DESIRABILITY OF TWO-STEP NEGOTIATION PROCESS IN THE GENERAL TIME FRAME HE SUGGESTS--ALTHOUGH WE RECOGNIZE THAT SUCH A PROCEDURE ENTAILS A VERY CONSIDERABLE INVESTMENT OF TIME AND EFFORT FOR US NEGOTIATORS. SINCE WE ARE NOT FAMILIAR WITH SPECIFIC US OBJECTIVES, WE FIND IT DIFFICULT TO JUDGE PROSPECTS FOR SUCCESSFUL NEGOTIATIONS WITH GOB. ON THE OTHER HAND, OUR GENERAL IMPRESSION IS THAT GOB IS NOW BEGINNING TO FACE UP TO THE FACT THAT IT NEEDS TO ENGAGE IN THE NEGOTIATION PROCESS IF IT DOES NOT WANT TO BE LEFT BEHIND; TWO-WEEK VISIT OF INTER-MINISTERIAL GROUP TO GENEVA FOR BILATERAL DISCUSSIONS
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WITH MAJOR MTN PARTICIPANTS SEEM TO CONFIRM THIS JUDGMENT. FINANCE MINISTER SIMONSEN'S MOST RECENT OBSERVATIONS ON EXPORT INCENTIVES PROBLEM AND EXPORT SUBSIDY CODE DURING PRESIDENTIAL VISIT BEING REPORTED SEPTEL.
JOHNSON

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